

## Message Text

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ORIGIN XMB-04

INFO OCT-01 EUR-12 ISO-00 EB-08 COME-00 TRSE-00 H-02  
NSC-05 SP-02 SS-15 OMB-01 CIAE-00 INR-07 NSAE-00  
/057 R

EXIMBANK

DRAFTED BY XMB MM GOLOVEN;VJF

APPROVED BY EB/IFD/ODF:FHTHOMAS

XMB: STEPHEN H. GOODMAN

EUR/CE:SKLINGAMAN

-----150652Z 078890 /23-12

R 142049Z APR 77

FM SECSTATE WASHDC

TO AMEMBASSY VIENNA

UNCLAS STATE 084143

E.O. 11652: N/A

TAGS: EFIN

SUBJECT: INFORMATION ON AUSTRIAN EXPORT CREDIT SYSTEM

-  
1. AS PART OF EXIMBANK'S CONTINUING RESEARCH OF FOREIGN  
EXPORT CREDIT SYSTEMS, A REQUEST FOR INFORMATION  
(SEE BELOW) HAS BEEN TELEXED TO THE AUSTRIAN MINISTRY OF  
FINANCE (ATTN: E. STARINGER). THE BANK IS CONSIDERING  
INCLUDING A DISCUSSION OF THE AUSTRIAN SYSTEM IN ITS NEXT  
REPORT TO THE CONGRESS ON EXPORT CREDIT COMPETITION, AND  
REQUIRES CLARIFICATION OF THE EXPORT CREDIT AND INSURANCE  
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MECHANISMS IN AUSTRIA, INCLUDING DATA ON TERMS SUPPORTED,  
INTEREST RATES, FEES AND INSURANCE PREMIUMS.

2. WOULD APPRECIATE ADDITIONAL CLARIFICATION FROM U.S.  
EMBASSY ON THE FOLLOWING:

(A) THE CURRENT ECONOMIC ENVIRONMENT IN AUSTRIA AS IT  
AFFECTS EXPORTS--INCLUDING ANY SPECIAL GOVERNMENT INCEN-  
TIVES PROVIDED FOR EXPORTS.

(B) THE ROLES OF OSTERREICHISCHER EXPORTFONDS, OSTER-  
REICHISCHE KONTROLLBANK AG (OKB) AND THE AUSTRIAN NATIONAL  
BANK IN PROVIDING OFFICIALLY-SUPPORTED EXPORT CREDITS.

(C) THE CURRENT LEVEL OF PRIVATE MARKET INTEREST RATES--  
OVERNIGHT; PRIME; INDUSTRIAL AND GOVERNMENT BOND YIELDS.

(D) THE APPROPRIATE, ENGLISH-SPEAKING AUSTRIAN OFFI-  
CIALS TO WHOM FURTHER INQUIRIES AND TELEXES MAY BE AD-  
DRESSED. PLEASE FURNISH RELEVANT TELEPHONE AND TELEX  
NUMBERS.

3. WE APPRECIATE YOUR ASSISTANCE. BEST REGARDS.

4. THE FOLLOWING REQUEST WAS TRANSMITTED TO THE MINISTRY  
OF FINANCE - OKB, VIENNA:

"EXIMBANK WOULD LIKE TO OBTAIN THE FOLLOWING INFORMATION  
ON THE AUSTRIAN EXPORT CREDIT FINANCING SYSTEM:

(A) OFFICIAL AND PRIVATE SOURCES OF EXPORT FINANCING  
AVAILABLE TO AUSTRIAN EXPORTERS AND FOREIGN BUYERS.

(B) OVERALL MAXIMUM AUTHORITY OF OFFICIAL AGENCIES TO  
LEND, GUARANTEE AND INSURE. DO ANNUAL CEILINGS EXIST?

(C) ROLE OF OSTERREICHISCHER EXPORTFONDS; IS THIS DIS-  
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TINCT FROM THE EXPORT CREDIT REDISCOUNT FACILITY OF THE  
AUSTRIAN NATIONAL BANK?

(D) PRINCIPAL EXPORT CREDIT MECHANISM OF OSTERREICHISCHE  
KONTROLLBANK AG (OKB): DIRECT FINANCING OR REFINANCING;  
SUPPLIER OR BUYER CREDITS?

(E) SO THAT WE MAY DETERMINE THE EFFECTIVE COST OF AN  
OFFICIALLY-SUPPORTED EXPORT CREDIT IN AUSTRIA, PLEASE  
PROVIDE:

(1) CASH PAYMENT--EXPRESSED AS PERCENTAGE OF CONTRACT  
VALUE--USUALLY REQUIRED.

(2) PERCENTAGE OF CONTRACT VALUE USUALLY OFFICIALLY SUP-  
PORTED.

(3) INTEREST RATES CHARGED BY OKB FOR SUPPLIER AND BUYER  
CREDITS. CURRENT FLOATING RATE; CURRENT FIXED RATE. HOW  
IS FLOATING RATE RELATED TO OKB COST OF FUNDS?

(4) PERCENTAGE OF EXPORT CREDIT FINANCED AT FIXED  
INTEREST RATES FOR:

-- CREDITS UP TO TWO YEARS

-- TWO TO FIVE YEARS

--FIVE TO EIGHT YEARS

-- OVER EIGHT YEARS

PERCENTAGE OF EXPORT CREDIT USUALLY FINANCED AT FIXED  
RATES.

(5) IS ANY PORTION OF AN OFFICIALLY-SUPPORTED EXPORT  
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CREDIT FINANCED BY THE PRIVATE BANKS? IF SO, AT WHAT  
INTEREST RATE AND TERMS?

(6) ARE INSURANCE AND/OR GUARANTEES REQUIRED FOR OFFI-  
CIALY-SUPPORTED BUYER AND SUPPLIER CREDITS? IF SO, HOW  
MUCH DOES THIS ADD, CALCULATED ON A PER ANNUM BASIS, TO  
THE COST OF AN EXPORT CREDIT FOR A GOOD RISK? POOR RISK?

(7) WHAT BANK FEES AND COMMISSIONS ARE CHARGED, IF ANY?  
HOW MUCH DOES THIS ADD, CALCULATED ON A PER ANNUM BASIS,  
TO THE COST OF AN OFFICIALLY-SUPPORTED EXPORT CREDIT.  
IN ADDITION, PLEASE PROVIDE ANY PAMPHLETS DESCRIBING  
AUSTRIAN EXPORT CREDIT FINANCING PROGRAMS, INCLUDING  
RECENT ANNUAL REPORTS.

5. EXIMBANK IS PREPARED TO PROVIDE SIMILAR INFORMATION,  
IF REQUESTED. WE WOULD APPRECIATE A PROMPT RESPONSE.

6. RE PARA TWO ABOVE EMBASSY SHOULD REFERENCE BUT NO;  
DUPLICATE INFORMATION PREVIOUSLY REPORTED SUCH AS IN  
VIENNA 2853, VIENNA'S A-49 OF 1976 AND VIENNA'S A-255  
OF 1975.  
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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** REPORTS, EXPORTS, CREDIT, BANKS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 14-Apr-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
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**Disposition History:** n/a  
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**Document Unique ID:** 00  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Message ID:** 452d23a5-c288-dd11-92da-001cc4696bcc  
**Office:** ORIGIN XMB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
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**Review Action:** RELEASED, APPROVED  
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**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2803461  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** INFORMATION ON AUSTRIAN EXPORT CREDIT SYSTEM -  
**TAGS:** EFIN, AU, US  
**To:** VIENNA  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009